

## Message Text

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PAGE 01 ABU DH 03461 221320Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 092548 /46

R 220809Z DEC 76  
FM AMEMBASSY ABU DHABI  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5368  
AMEMBASSY JIDDA  
AMEMBASSY CAIRO  
USINT BAGHDAD  
AMCONSUL DHAHRAN  
AMEMBASSY KUWAIT  
AMEMBASSY TEHRAN  
AMEMBASSY AMMAN  
AMEMBASSY MUSCAT  
AMEMBASSY DOHA  
AMEMBASSY MANAMA

UNCLAS ABU DHABI 3461

DEPT PASS BAGHDAD

E.O. 11652: NA  
TAGS: BEXP, TC  
SUBJ: MARKET FOR U.S. WOOD PRODUCTS IN ABU DHABI

REF: (A) STATE 299395, (B) ABU DHABI 3446

1. SUMMARY: PROMPTED BY PROPOSAL TO BRING NATIONAL FOREST PRODUCTS ASSOC IOGA TO ABU DHABI IN THE SPRING OF 1977, EMB HAS CONTACTED MAJOR UAE WOOD IMPORTERS TO DETERMINE IF OPPORTUNITIES FOR U.S. WOOD PRODUCTS EXIST HERE. IT WAS FOUND THAT U.S. ENTRY INTO THIS MARKET DOES NOT APPEAR PROMISING AT THIS TIME. END SUMMARY.

2. MAJOR IMPORTERS OF WOOD PRODUCTS CONCUR THAT WOOD  
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MARKET HERE IS STAGNATING. VERY STRONG LOCAL PREFERENCE FOR CONCRETE BUILDINGS MEANS THAT GREAT MAJORITY OF IMPORTED WOOD GOES INTO CONCRETE FORMS AND SCAFFOLDING. BUT TREEND HERE IS TO GREATER USE OF STEEL SCAFFOLDING WHICH TENDS TO REDUCE IMPORTS OF SAWN LUMBER. IN ADDITION, REUSEABLE CONCRETE FORMS HAVE BEEN RECENTLY

INTRODUCED WHICH WILL TEND TO DEPRESS IMPORTS OF PLY-WOOD. COMPOUNDING PROBLEM FOR WOOD IMPORTERS IS FACT THAT NUMBER OF BUILDING STARTS IN RECENT MONTHS IS DOWN AND NOT LIKELY TO RISE TO PREVIOUS LEVELS FOR SOME TIME.

3. MAIN REASON ROMANIANS DO SO WELL HERE IS THAT THEY SELL LUMBER IN SIZE WHICH IS VERY POPULAR WITH U.A.E. CONTRACTORS - AND THEY SELL IT AT VERY GOOD PRICE. VAST MAJORITY OF LUMBER IMPORTED INTO UAE FROM ROMANIA IS CALLED "SYRIA TYPE" WHICH IS DESIGNATION FOR BOARDS MEASURING 1" X 4" AND 4" X 4" WITH EACH PIECE FOUR FEET LONG. HAVING ALL BOARDS IN SAME LENGTH IS REPORTEDLY GREAT CONVENIENCE TO LOCAL CONTRACTORS, BUT EXCEPT FOR ROMANIANS SUPPLIERS SEEM WILLING TO FURNISH LUMBER ONLY IN ASSORTED LENGTHS. ROMANIAN PRICE FOR "SYRIA TYPE" BOARDS IS APPROXIMATELY 100 DOLLARS PER CUBIC METER FOB BLACK SEA PORTS.

4. ADDITIONAL PROBLEM FOR U.S. FIRMS WHICH WAS POINTED OUT BY ONE IMPORTER IS FACT THAT PROPERTIES OF EASTERN-EUROPEAN PRODUCT - WHICH IS FOUND TO BE ENTIRELY SATISFACTORY- ARE WELL KNOWN. AS ONE TIMBER IMPORTER PUT IT, "KIT'S HARD TO CONVINCE A CONTRACTOR WHO HAS HIS PEOPLE STANDING ON A 200-FOOT-HIGH WOODEN SCAFFOLD TO TRY AN UNKNOWN MATERIAL." THOUGH THIS UNDOUBTEDLY VALID POINT WE DOUBT IT WOULD KEEP MANY UAE CONTRACTORS FROM BUYING FROM NEW SOURCE IF PRICE WAS RIGHT.

5. 1975 IMPORTS OF WOOD PRODUCTS INTO ABU DHABI WERE UNCLASSIFIED

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AS FOLLOWS( IN DIRHAMS, 1 DOLLAR EQUALS 3.94 DIRHAMS):

A) SAWLOGS & VENEER LOGS - CONIFER INSIGNIFICANT

B) SAWLOGS & VENEER LOGS - NONCONIFER 1,878,500

USSR 1,338,700

YUGOSL 377,200

USA NONE

C) RAILWAY SLEEPERS INSIGNIFICANT

D) POLES & OTHER ROUGH WOOD NES 795,350

WESTGER. 501,000

AUSTRIA 233,100

USA NONE

E) LUMBER SAWN-CONIFER 20,847,500

ROMANIA 7,935,600

USSR 3,174,900

YUGOSL 2,781,800  
BURMA 2,683,100  
WEST GER. 2,202,450  
AUSTRIA 1,039,300  
SINGAPORE 400,100  
USA NONE  
F) LUMBER, SAWN - NON CONIFER 9,563,000  
YUGOSL 4,052,500  
ROMANIA 2,821,800  
USSR 1,336,000  
AUSTRIA 257,500  
USA NONE

6. LEVEL OF TIMBER IMPORTS INTO DUBAI IS ABOUT FOUR  
TIMES HIGHER IN EACH CATAGORY, BUT THE SUPPLIER  
COUNTRIES ARE GENERALLY THE SAME.  
DICKMAN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Decaption Date:** 01 JAN 1960  
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